

THE NEGRO FARMER

Published Bi-Weekly in the Interest of the Home, Farm and Garden; Especially Devoted to the interest of Negro Land Owners and Tenant Farmers and Those Who Employ Negro Labor. The Only Negro Farm Newspaper in the World, to be Circulated Among 2,000,000 Black Farmers.

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A HAPPY GROUP OF TRUCK-FARMING GIRLS

Some Lessons to be Learned from the Italian Farmer

(The facts stated here are from the Report of the United States Immigration Commission in 1911.)

The Italian—

Is well posted on market prices.

Family usually takes an Italian newspaper and a local paper.

Pays his bills promptly and without urging.

Raises nearly all the food he uses.

Buys from an Italian in every case, if one opens a store near him.

Woman knows as much about the farm work as the man.

Farmers settle all their quarrels among themselves, seldom going to court. They usually have some prominent man or men to whom they carry their differences.

Children remain with their parents until they marry.

Farmers seldom cultivate over 20 acres of

land; but they work early and late to make their farms yield abundantly.

Is ready to co-operate with other Italians any time—he likes to do this. They sell their produce together and buy their supplies in the same way.

Believes in his garden first of all.

Does not buy much “on time.”

Spends very little.

When he goes into debt it is for something which he cannot do without.

WINNERS FROM THE SOIL

COLORED HEROES OF THE FARM



S. J. FAVER
Of Meridian, Oklahoma

A Born Trader Who Tried to Leave the Farm, But Could Not

If Mr. S. J. Faver had not succeeded so well as a farmer, it would be correct to say that when he cast his lot on the soil, there was spoiled a great merchant-trader.

A Natural Born Trader

When during 1891 Mr. Faver staked off 160 acres of United States Government land in Oklahoma and moved into a little cabin which he had built on the "claim," as his land was called, he had the following articles of wealth:

- Two small ponies,
- Two pigs.
- \$1.25.

In 1892, that is the next year, one of his pigs "mothered" a litter of six pigs and the other three pigs.

Some Lessons In Exchange

A neighbor came along and traded his large young mare for one of Faver's ponies and one of the sows and her pigs. A little later the same man returned and exchanged a cow for the other sow and pigs, and to make the exchange equal, gave Faver \$3.00 in cash, or three dollars "to boot," as we often say.

More Buying and Selling Without Metal or Paper Money

Mr. Faver had now gotten hold of a very fine boar. Very soon, he traded him for a three-year-old Clydesdale mare, thus giving him one good team of mares. Very soon the man who had taken Faver's pony in exchange for a mare, came back and traded the same pony for an old mule which Mr. Faver had gotten hold of. But the exchange fever

still running high, the same man came back and Faver got his mule back.

This mule was traded next time for a two-year-old steer, and the service of the boar was exchanged for another two-year-old steer, giving Faver a matched yoke of oxen. All this trading was done in 1892.

In 1893 our trader-farmer raised two bales of cotton and some corn to spare. One load of corn he traded for a horse and another load for a bull. He made a yoke and "broke" his oxen and then rented them out—their rent to be paid in service in breaking Faver's land.

Progress

By the year 1895, he had broken up one hundred acres of land on his "claim," had won in two contests against two persons who claimed his land, had two yoke of oxen for sale and four good mares.

Hears the Call of the Town

Like so many other farmers who have toiled long and earnestly to get a little ahead out on the farm, Mr. Faver grew tired and felt that he wanted to go to town to live. It must be remembered that the task of going out as a new settler on Government land is no easy task; and as the history of the land offices in the West fully prove, not many persons have the dogged persistence to hold on until success comes.

In Mr. Faver's case, it was doubly difficult, because he had an invalid wife to care for; and it is very likely that this influenced him to decide on going to town. He, therefore, rented his farm for ten bales of cotton and went to the city and began working in a store.

Not liking to rent he bought a home on the installment plan, and began watching for opportunities.

Wisdom in the Midst of Folly

Soon came a period of hard times, lasting through 1898-1901. Money became scarce and people began leaving the little town for more prosperous places.

Mr. Faver bought a number of houses and lots from the people who left, and very soon was able to rent some of the same houses back to the people who sold them.

Contractor and Landlord

By 1901 business was better; and old frame houses were moved to make place for brick buildings. Mr. Faver began bidding for the old frame buildings, generally getting them. These he put on his lots; and then he stopped working in the store to devote his whole time to looking after his rentals, houses, etc.

More Trading

In 1902 a railroad survey passed up the street on which most of Mr. Faver's houses were located. His land was desired and Faver sold these lots for \$3,000.

"Come Back Home," Cried the Farm

And yet the man was not satisfied, simply because his heart was on the farm—out in the open where plants grow. The lowing of cattle, the bleating of sheep, the neighing of horses all called to him; and, so, he left the man-made town and went back to his farm and invested the \$3,000 in cattle.

"The Conclusion of the Whole Matter"

Today, on the "East View Stock Farm" Mr. Faver has 20 heads of mules and horses, 60 heads of cattle, and 150 heads of hogs. He owns 1,400 acres of land, seven houses in the city of Guthrie, and is a subscriber to three-fourths of the stock of a gin plant and store. His liabilities are \$5,000, which if subtracted from the value of the items of wealth mentioned above, would still leave him enough of real, substantial wealth to put him safely in the ranks of those who have succeeded on the land.

CARE OF SOW AT FARROWING TIME

Brood sows should be allowed plenty of room to exercise in, up to about two days of farrowing time. They should be kept in yards and pens where they will not be obliged to pass through narrow gates, over boards, doorways, or through low doorways where they are obliged to bend their backs to get through. Any one of these is likely to result in dead pigs at birth.

It is a good idea to feed whole oats scattered on the feeding floor or ground for a week or two prior to farrowing, so that the sow will be forced to exercise in getting her feed. When about due to farrow, the sow should be put into a pen which has been fitted with wallguards, where the pigs may find safety after birth. The ordinary pig guard is useless because it is neither high enough from the floor nor far enough from the wall, and the space underneath fills up with straw so that the pig is crushed almost as easily as if the guard were not there.

For thin, active sows a large pen may be used. For extremely heavy, fat sows, it is best to have a pen space comparatively small, so that the sow cannot turn around quickly and thus step on her pigs. The sow should not be fed heavily just prior to farrowing, nor just after farrowing; but should have a thin slop for a few days so that there may be no tendency to constipation. If there is any such tendency, a dose of epsom salts should be given in the swill.

The bedding in the pen should be kept absolutely dry, as dampness, particularly in cold weather, will very quickly cause death loss among young pigs. Within a week or two the sow and her litter should be moved out to a colony hog house where they will get more exercise. When the pigs are two or three weeks old two or three sows may be turned together.—Colorado Agricultural College.

WANTED NO AMATEURS

Edith and Flora were spending their summer vacation in the country.

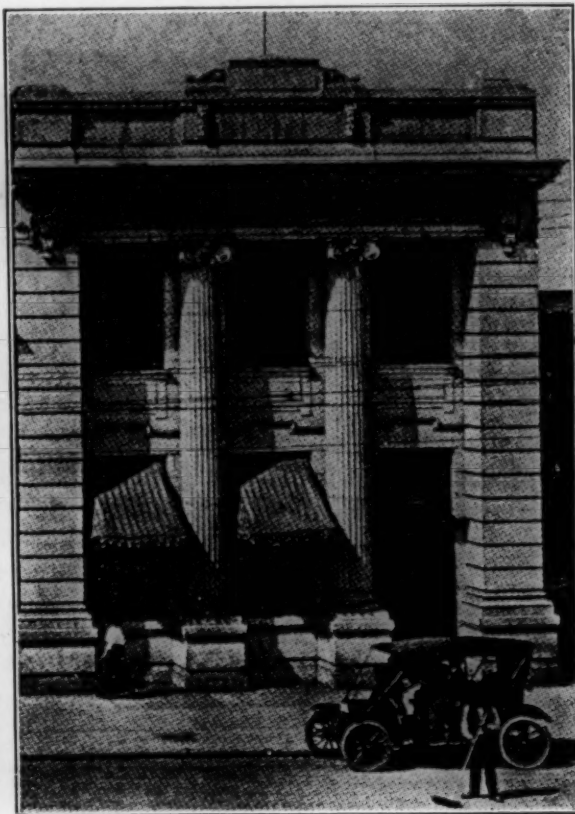
"Do you know," said Edith, "that young farmer tried to kiss me. He told me that he had never kissed any girl before."

"What did you tell him?" asked Flora.

"Why," replied Edith, "I told him I was no agricultural experiment station."

To Those Whose Money is Now Not Earning Them 24 per cent. net or Better

In Justice to Themselves They Cannot Afford to Overlook
and Not Act Upon the Following Appeal Immediately



Proposition. Three of our promising young business men whose reliability, integrity and progressive spirit are unquestioned, clubbed together to erect for themselves an office building that would be in keeping with their standing and adjacent buildings in the business district. Upon going over their finance and after having several conversations with various financial men in the city they found it was not convenient without paying exorbitant interest for them to finance personally more than 70 per cent of the total value of property and building. The result was that they had two alternatives from which to secure the additional 30 per cent. The first and a very good one for themselves, was to incorporate a company and issue bonds at 7 or 8 per cent interest for the required amount. However, owing to the universal money stringency they realized that for a new company it would require considerable time before the bonds were all sold. Therefore they accepted the other alternative which for the public is undoubtedly the most profitable and also an opportunity that for a perfectly legitimate, safe

and profitable investment showing 24 per cent profit at the start is seldom offered. That is, to incorporate a company and sell at \$1 a share sufficient shares to enable them to proceed with their building. Therefore we have incorporated the Turner Building, Limited.

District. The fact that our proposition is centered in the city of Edmonton, Province of Alberta, Canada, needs no further assurance as to the ultimate value of our proposition. Edmonton today is the fastest growing city on the continent. It is modern in every respect. All its utilities are owned by the city. It has now a population of 75,000 and is increasing at the rate of 15,000 a year. The Company's property is situated on Kinistino Avenue, in the business district and only five blocks from the post-office, being lot 28, block 13, river lot 15 and 14. The property is worth \$10,000 and will in the course of a few years be worth twice the amount.

Responsibility. The Turner Building, Limited, is capitalized at \$25,000. \$17,000 of which has been arranged locally with the officers of the company who are: James Walker Turner, Secretary Douglas Club, President; Leland Silas Jones, Merchant Tailor, Secretary; Edward William Chiles, Broker, Treasurer, and Clifford C. Mitchell, Investment, Broker, Fiscal Agent. \$7,500, the remaining amount we are now issuing at \$1 per share in as many shares. According to the laws of Alberta all shareholders in a limited company assume no financial responsibility or obligation other than the unpaid amount of their stock. Therefore the purchasers of the 7,500 are assuming no additional financial obligation whatever as their shares will be fully paid up upon subscription and allotment. Furthermore, the shares now being offered for subscription represent only 30 per cent of the capital of the company, which obviously shows the strength of the company and reduces any possible speculative feature to a minimum.

Profits. We have arranged with Edward William Chiles, Director of the company, to lease the building for a period of five years at a yearly rental that, after all overhead expenses are paid and allowing \$500 for any possible emergencies, will show a clear profit of 24 per cent. It is quite obvious that as these profits are declared from time to time it will automatically increase the value of the stock in proportion.

Guarantee. As the moneys are received they will be deposited in the Royal Bank of Canada and will be withdrawn for no other purpose than construction of the building. The officers of the Turner Building, Limited, personally guarantee that if the amount offered for subscription is not subscribed within 60 days to return in full all moneys received with interest at five per cent.

No Person can afford to let this offer slip by without purchasing at least a few shares. This is not a speculation, but an absolute, legitimate, safe and profitable investment showing a net profit of 24 per cent. to begin with

Fill in one of the coupons below and mail to us at once---

Investment Coupon

Cut out this blank and mail with cheque, postal or money order or currency for every dollar that you can afford to invest where 24 per cent. profit is guaranteed from the start and where your investment is always increasing in value.

.....1914.

CLIFFORD C. MITCHELL, Fiscal Agent, Turner Building, Ltd.,
102 Brown Building,
P. O. Box 2, Edmonton, Canada.

Dear Sir: Enclosed please find \$..... for shares of the Turner Building, Limited.

I hereby agree to accept the said..... shares or as many less as the Directors may allot to me.

It being understood that I am taking these shares upon your representation that 24 per cent profit will be made from the start.

You agreeing to return the money with 5 per cent interest if the required amount is not subscribed for within sixty days.

Name..... Occupation.....

Address.....

Information Coupon

Cut out this blank and mail with cheque, postal or money order or currency for one dollar for one share which will earn for you 24 per cent profit from the start and the investment will be continually increasing in value.

.....1914.

CLIFFORD C. MITCHELL, Fiscal Agent, Turner Building, Ltd.,
102 Brown Building,
P. O. Box 2, Edmonton, Canada.

Dear Sir: Enclosed please find \$1 for 1 share of the Turner Building, Limited.

Also please send without further obligation to me a prospectus of your Company and any further information that may induce me to subscribe further.

It being understood that I am taking this share upon your representation that 24 per cent profit will be made from the start.

You agreeing to return the money with 5 per cent interest if the required amount is not subscribed for within sixty days.

Name..... Occupation.....

Address.....

IN THE SCHOOLS FOR THE FARMERS' CHILDREN

SETTING A WINDOW PANE

(From the Hampton Leaflets)

There are fewer defects in a country school-house that give it such a disreputable appearance as broken windows.

As a rule the panes in the windows are small and inexpensive and could be obtained if only the workman could be paid.

Here is another chance for the manual training work to make a valuable contribution toward the general welfare of the school. The boy studying manual training is the workman ready for the job, for any boy of ordinary intelligence can learn to set a window pane in one or two lessons, after reading the following suggestions and directions.

The Glass Cutter

A soft substance will not cut a harder substance; therefore something harder than glass must be used to cut it. The diamond was found to be much harder and was used to cut glass until the discovery of a process of hardening steel in recent years. A simple and inexpensive tool is now made which contains a small disc of steel harder than the glass, which does the work of the more costly diamond.

Cutting the Glass

Lay the glass up on a true surface or it will surely break when pressed upon.

Measure from a straight edge of the glass the required length or width of the window pane at each of its ends. Place a straight strip of wood flat on the glass and in such a position that the cutting wheel will pass through the points measured off. Press on the straight edge while drawing—not pushing—the wheel firmly and gently along the edge of the strip. Take the glass up in both hands and deftly snap it through where it is cut.

Measure the other dimensions in a similar way from the other straight edge of the glass and use the straight edge and cutter as before.

The wheel cuts $\frac{1}{8}$ in. away from the edge of the strip. Always remember this when measuring distances or when cutting the glass.

If a narrow strip is being cut off, it cannot be broken with the fingers. Use the slots provided for the purpose in the side of the cutter.

If old greasy glass is being used, dip the wheel in kerosene before cutting.

When marking distances make very short guide cuts with the cutter to place the straight edge by.

Setting the Glass

Cut away all the old putty from the rebates and spread a thin layer of painter's putty all round the frame.

Place the glass in the frame upon the new putty and press it gently and evenly close to the edges with putty, until it is well bedded.

Fill up the triangular space above the glass around the edges with putty, and smooth the surface with a putty knife or a common table knife.

When the putty is reasonably hard, give it a coat of suitable paint.

Remember that all new woodwork should be painted before being glazed. The paint prevents the absorption of the oil from the putty.

Two pieces of glass may be matched to fill the same opening. They may have their two adjoining edges butt together, or the upper piece may overlap the lower piece to exclude rain.

All large window glasses should be fastened into place with zinc "points" (small triangular pieces) before being puttied.

POULTRY NOTES

THE KIND OF FOOD TO GIVE THE CHICKENS

Corn is the popular grain in Kansas because it is raised on nearly every farm. Hens are very fond of it and pick it out in preference to anything else, partly on account of its color. It is very fattening and should on that account never be fed alone. It will give the yolk of egg a golden color. * * *

Wheat is second in popularity and is a valuable feed. If feed is scarce, it may be fed as the only grain. It is rich in mineral matter and should be in every grain mixture. Clean screenings make a good substitute.

Oats, especially if heavy, are very desirable. They are rich in protein and are considered especially valuable for growing birds. Many poultrymen declare this to be the best grain to feed alone.

Barley is especially good for fattening when finely ground. It is sometimes used as a substitute for wheat.

Rye—do not feed. Hens rarely like it.

Buckwheat is used for fattening, because it whitens the flesh of the fowls.

Bran is valuable in a mash, for bulk.

Shorts are almost as good for feed as is a low grade of flour. It is valuable in a dry mash.

Alfalfa Meal can be used in small quantities in a mash. * * * It is sometimes scalded and used as a substitute for green food on account of its high protein content.

Oil Meal is high in protein content and is most valuable in the fall when molting is in process. It contains a large amount of oil, hence, loosens the old feathers and puts a gloss on the new ones.

Though fowls are primarily grain eaters, they desire meat food in some form. If, in the summer time, they have free range and can obtain bugs, worms, etc., they will have nearly all the meat that is necessary; but in the winter a meat food of some kind must be used. * * * It is seldom safe, however, to feed it in quantities of over one-tenth of the ration.

Beef Scrap is probably the best and most convenient substitute for meat that can be used. It is made by the packing houses from scraps of meat that have been cooked and dried. It keeps well and is easily handled. The popular way to feed it is in a dry mash with the other meals, but it may be fed alone.

Green Cut Bone is probably the best meat food, but should only be used when fresh. Spoiled green cut bone may cause ptomaine poisoning, which in turn causes limber neck and ultimately death.

Skim Milk is valuable as a meat food. It can be fed sweet or sour, with a mash or alone. * * * It is a splendid food for growing and fattening chicks.

Green Feed.—Besides grain and meat, fowls like some green food.

—17th Rpt. Kansas Board of Agriculture, p. 672.

FARMERS OF OTHER RACES

SOME OF THEIR STRONG POINTS AND WEAKNESSES

(Based Upon Report of U. S. Immigration Commission in 1911)

Second Series—The Poles

"Like the Italian, the Pole is a steady, untiring day laborer. He is a good drudge, and where these qualities were needed, as in clearing land, ditching, draining, and grubbing, he has succeeded as have few others."

Become Better Farmers Each Year

"They become more efficient husbandmen (farmers) as time goes on. The sons are outdoing the older generation and are growing more skillful year by year." However, they do not follow the most intelligent methods of farming.

Are Independent

"The Poles have made excellent pioneers. They have all of the qualifications, excepting, perhaps, resourcefulness and a high degree of initiative. They are independent and self-reliant."

Some Other Traits

The Pole likes to be with other Poles.

Their cotton farms are self-sustaining; that is, they produce all that the farmer needs.

They usually farm for themselves and do not care to remain tenants very long.

In business, as far as possible, they deal with each other—trade with a Polish merchant if there is one.

They have good gardens, but live better than the Italians.

Are very much given to drunkenness, and are very quarrelsome when drunk.

They use improved implements on their farms, can grow more grain at less cost than can the average farmer.

They grow all the feed for their stock.

They like the comforts of life, generally.

On Southern Cotton Farms

Cotton is their chief crop on Southern farms.

The share tenants do not practice rotation of crops; and when they exhaust the fertility of the soil, they move to another place.

They produce more cotton to the acre than do other farmers because they work so hard on their farms and because their women and children work as hard as the men.

They save their money.

They increase the value of the land.

QUESTIONS AND ANSWERS

Any Subscriber may ask questions

A Maryland correspondent writes:

"I want to plant strawberries next fall. What preparation should I give my land in advance?"

The Maryland Experiment Station advises:

"A sandy loam is best for the strawberry, but heavier loams may be used if necessary. Freshly plowed sod should be avoided because of the various insects, especially cut worms, white grubs and wire worms, which it contains. It is well, also, to avoid corn and melon fields which have been infested with aphids, because the ants which associate with corn and melon aphids will also associate with strawberry aphids. Thus it is that if the ground is already infested with ants when strawberries are planted the strawberry aphid will spread quickly if it is introduced in any way. Sweet potatoes, round potatoes and tomatoes are good crops to precede strawberries, because they require thorough cultivation.

"If tomatoes are being grown, crimson clover seed, 20 pounds per acre, should be sown at the last cultivation, so as to have a good cover crop to plow under in the spring. Irish potatoes should be immediately followed by crimson clover seed. It may be too late to sow crimson clover seed after sweet potatoes are dug, and in that case rye, one bushel per acre, should be used. The object is to get as much green vegetable matter as possible to plow under.

"If it is desired to improve very poor land for strawberry growing, sow cowpeas, one bushel per acre in May, plow them under early in August and sow crimson clover seed, 20 pounds per acre; plow this under in the spring and set the strawberries. If some special crop occupies the ground during the summer, sow the crimson clover seed as early in August as possible, plow down the crop in May following, sow cowpeas, turn these under perhaps in September, and sow rye, plow this down in spring and set the strawberry plants. If stable manure can be procured it may be used most liberally even up to 40 tons per acre before planting tomatoes, round or sweet potatoes, and after these crops are gathered more manure or cover crops may be used before strawberries are planted. By following either of these plans large amounts of vegetable matter will be added to the soil and that is just what strawberries delight in and need. New ground is best for strawberries because it is full of vegetable matter, but since new ground is not always available it becomes necessary to make old ground resemble it in physical condition and fertility. The soil should be thoroughly worked into a loose and friable condition for receiving the plants in spring."

In writing business firms, always say, "I saw your ad in THE NEGRO FARMER." This helps you and doesn't hurt us.

State Agricultural and Mechanical College for Negroes

1875

NORMAL, ALABAMA

1914

A Combination Hard to Beat—A thorough English Education Combined with a Trade. WHAT TRADE WOULD YOU LIKE TO TAKE?

Trades for Boys 12

Trades for Girls 7

Trades for Both Sexes 2

State and United States Appropriations. Property consists of 182 acres of land, 20 buildings for all purposes, live stock and general equipment valued at \$160,500.

Summary of Our Graduates 1875-1914

Department of Academics	1,020
Department of Agriculture	88
Department of Domestic Economy	533
Department of Mechanic Arts	276
Total	1,917

What They Are Doing

Principals of district schools....156	Dentists.....5	Editors and journalists.....8
Teachers of rural schools.....263	Pharmacists.....3	Bookkeepers.....15
Principals of secondary or high schools.....12	Druggists.....10	U. S. Farm Demonstrator.....1
Teachers in grammar and high schools.....75	Working at trades.....246	Undertakers and embalmers.....5
Doctors.....30	Bankers.....3	Contractors and builders.....8
Lawyers.....5	U. S. Government Service.....25	U. S. Bureau of Education.....1
	Jeane teachers.....7	Farmers.....326
	Directors of book establishments.....2	Housekeepers.....480

What are you preparing to do? Departments: Primary, Grammar, High School, College, Mechanic Arts, Agricultural Science, Home Economics, Nurse Training, Music and Commercial Arts. *Catalog free.*

WALTER S. BUCHANAN, President.

A Good Chance, Colored Farmers

In the county where the famous Tuskegee Institute is located, there are chances

To buy or rent good farm land.
To be treated kindly by white people.
To locate near a real good country school.
To make money at farming.
To educate the children in Tuskegee Institute.

To have instructions from the local U. S. Farm Demonstration Agent on up-to-date farming, the Farmers' Short Course, etc.

If you want to buy or rent, let me hear from you

CLINTON J. CALLOWAY
REAL ESTATE AND LOANS
Tuskegee Institute, Alabama

FRESH MEDICINES

At a Modern Drug Store

Perfumes, toilet articles, cold drinks, clean fresh medicine, rubber goods, shoe polish and everything in the drug line.

Special care given to prescriptions

Trade at **JOHNSTON BROS. DRUG CO.**

Tuskegee, Alabama

TO OUR READERS

Your attention is called to the advertisements appearing in this paper. Whatever you need that is sold by these advertisers, we hope you will purchase from them. Write them at once if you need anything they advertise.

No. 4 Special Buggy

Highest Grade
A Value Unequaled. Sold
on \$1.00 Profit Margin

From Factory
to User

Write for prices and other
styles. Send for catalog.

C. R. PATTERSON & SONS, Greenfield, O.
Largest Negro Carriage Concern in the United States



Fire! Fire! Fire!

You are never out of danger from fires.

Send for one of our
**HODGES INSTANTANEOUS FIRE
EXTINGUISHERS, only \$2.50**

Try it on a fire. Money back if it fails.

AGENTS, send for particulars.

How to make \$2.50 a day.

We want one agent in your territory.

Write us today.

HODGES SUPPLY CO., Box 36, Peoria, Ill.

GOOD GAMES

Eight Games for 10 cents: Chess, Checkers, Fox and Geese Nine-men Morris, Introduction Game, Spanish Prison, Dominoes.

A whole year's amusement for only 10c

Just wrap a dime in your letter and mail it today and the games will go forward by return mail.

Edwards Sales Company,

Department 20, Box 148, Lima, Ohio.

In writing business firms, always say, "I saw your ad in THE NEGRO FARMER." This helps you and doesn't hurt us.

THE NEGRO FARMER

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How to Remit:

Send money by postal money order, express order, or registered letter. Stamps in good condition are accepted for small amounts. Postal money orders are preferred, and should be made payable to The Negro Farmer, Tuskegee Institute Post-office, Alabama.

All subscriptions are absolutely payable in advance; and the paper will be discontinued when the time expires unless renewed.

Advertising Rates

may be had on application. No liquor advertisements accepted.

All correspondence should be directed to The Negro Farmer, and not to any particular person connected with it. Please be sure to write on one side of the paper; and write plainly, so that your writing can be understood by almost anybody of ordinary intelligence.

In case of removal, be sure to notify us. If you fail to receive the paper regularly after subscribing for it, or if any error is noticed, subscribers will greatly help the paper by notifying us.

SATURDAY, AUGUST 1, 1914

MEMBER
NATIONAL NEGRO PRESS
ASSOCIATION

The Editor's Page

AGAIN, WHEN YOU ARE ON TRAINS

The Negro Farmer editorial entitled, "When you are on trains," was so well received by a number of colored editors that it may not be a bad idea to add just a little more to what was said before, since the subject was not exhausted.

Almost sixty per cent of the colored people are farmers; so, it is clear that if these workers can be persuaded to mind these hints we shall go a long distance toward making travel more comfortable for colored people.

When You Go Into a Passenger Car:

Observe the following when you go into a passenger coach (This is for some colored persons)—

Don't carry sacks of flour or meal with you. The passenger coach is a passenger coach, not a freight nor express car.

Don't carry chickens with you for the same reason as above.

Don't throw banana skins, apple cores, orange pulp, paper nor trash of any kind on the floor. Raise the window and throw all such "leavings" out.

This is for some of us only: Don't drink whisky, beer, nor any kind of intoxicating drink. The passenger coach is a passenger coach, not a saloon, and there are passengers in the various colored cars who have never been in a saloon in their lives and would not voluntarily go into one for a king's ransom. It is not right for you to make a saloon out of the passenger coach in which they ride.

Don't sing religious nor secular songs of any kind. The passenger coach is a passenger coach, not a church nor a theater.

If you just must be so vulgar and ill-bred as to "spit" every one or two minutes, please use the spittoons. Don't, don't spit on the floor.

This is for all colored women:

When any men who have no business in the colored car, begin strolling through the coach, always, always and evermore either begin talking to some one, start to reading a book, or gaze intently out of the window.

Once more, ladies, don't have any quarrel with any one on the trains. In saying this, we do not forget the insults of not-enough attention and those of too-much attention which you often receive; we are mindful that it isn't always easy for you to be silent under great provocation and injustice when you travel—we have seen every indignity a colored woman receives when she travels. But you can't afford to be vulgar and quarrel—leave that for the men, if any one must be vulgar. You represent us, your words and conduct speak for or against us. In the final analysis, the world will take its measure of our race from you. Don't quarrel, don't argue. We believe it will be better bye-and-bye.

SAVE SOME MONEY

It is not at all too early to begin planning to save some of the money that will be received from the sale of the various crops. However small the amount, something should be saved. Talk it over with the wife.

LETTERS FROM SOUTHERN GOVERNORS

While all of the Governors of the Southern States to whom the Editor of this paper appealed a short while ago on behalf of the colored farmers with a view of having them given a part of the Smith-Lever funds, have not been heard from, several of the Governors have sent replies that indicate in some of the States a frank willingness to see that the colored farmers receive a part of the funds.

Some of the letters fairly breathed good-will and the highest sense of duty, and could easily rank with the great utterances of statesmen. Other letters were not so full of encouragement.

The public would be edified to read these letters; but fearing that their publication at this time might hinder or embarrass those Governors who are seeking to protect the honor of their States by seeing that colored farmers receive a part of the Smith-Lever Fund, the letters are withheld for the present.

One thing is certain: We have some great men in the executive chairs of some of the Southern States—men who are trying to do their duty "as God gives (them) to see the right."

Keep the weeds down now while other work is light. It will pay later on.

THE WORDS OF A FRIEND

"The Negro Farmer," published at Tuskegee Institute, Ala., is having such satisfactory growth that the publishers have found it necessary to increase the size from eight to twelve pages. Editor Fisher is making a very strong agricultural paper and its splendid growth is well merited. —Norfolk (Va.) Journal and Guide.

Gracias! or, if you like English-better, Thank You!

FROM THE ST. LOUIS GLOBE-DEMOCRAT

Tuskegee Institute is publishing a journal devoted to the interests of the Negro farmer. This is the first step in that direction, and is a good one. There are 2,000,000 Negro farmers, and there should be more, and while Negro farming does not differ from white men's farming, it is especially encouraging to them to have a paper look after their racial interests. Negro Farmers in the South are often rich and comfortable citizens. One statement of the editor of the journal is that every colored farmer has at least one white friend who is a farmer.

WOMEN WINNERS FROM THE SOIL

If our readers know of any Colored Women who are actually succeeding on the farm, we would greatly esteem it if they would send us their names and addresses.

SEWERAGE DISPOSAL

The disposal of sewerage may be said to be the most important sanitary problem on the farm on account of its relation to the transmission of typhoid fever, and various "Summer complaints." Because of the scientific disposal of sewerage in most cities, typhoid fever is now less prevalent in the city than in the country in proportion to the population. In fact typhoid fever has come to be regarded as a rural disease, and many outbreaks in cities have been traced to contamination of the water supply by improper disposal of infected sewerage in the country.

In rural districts, or even in small towns, it is usually impractical to dispose of sewerage by water. What is considered to be the best substitute is called the dry earth closet. This should have a vault underneath made of brick, cement or other water tight material. The contents of the vault should be kept covered with enough dry soil to absorb all liquid. The soil acts as a deodorizer, and when enough is used a closet of this kind is not offensive and need not be built at a distance from the dwelling house. Moreover, so long as the vault is kept tight no danger of contamination of the water supply is possible. The mixture in the vault has considerable fertilizing value and may be disposed of for this purpose as the vault becomes filled. A tight closet of this kind prevents the breeding of flies which are now known to be instrumental in transmitting many diseases.

Kitchen slops are best disposed of by allowing them to flow over loose soil which is removed at intervals for compost, or better still by piping directly to the garden where it is used for irrigation.

Arizona Agricultural Exp. Station, No. 90.

In selecting your chickens be sure that they are good winter layers, and that they mature early.

Small flocks of chickens give greater profit per fowl than large flocks.

Don't let the live-stock about the farm suffer for water; and don't overwork the horses and mules.

THE "BIG WORDS" AND EVENTS EXPLAINED

FARMERS' DICTIONARY

Silage as Animal Food

Silage—Fodder of cornstalks, rye, oats, millet, etc., that has been preserved by compressing while green and fresh in a pit or vat called a silo, in which it is kept covered from the air.

For Cows—Silage is more used for cows than for any other class of animals. They like it and make liberal yields when fed on it. A cow fed on it should be given, in addition, clover hay, cowpea hay, or alfalfa hay. From thirty to fifty pounds of silage a day is the usual allowance for a cow.

For Steers—Silage is especially good in the production of flesh and fat on beef cattle. Corn silage is a splendid and cheap winter feed for cattle. From forty to fifty pounds of silage is a ration.

For Sheep—This food is a necessity for successful sheep raising, and is much cheaper than root crops.

For Hogs—Hogs do not like silage.

For Horses and Mules—Silage is good as a laxative for horses and mules. It should not be fed in large quantities. Work animals need more substantial food than is found in a normal ration of silage.

SOUR SKIM MILK FOR CALVES

That in summer time calves do as well on sour skim milk as they do on sweet will be interesting news to many farmers who have hitherto been kept from raising calves by the expense of keeping the milk sweet in hot weather. This expense experiments carried out by the department indicate to be quite unnecessary. The calves will make as rapid gains on sour skim milk. In winter, it is true, this is not quite so satisfactory. It chills the calves and some of them drink it with great reluctance. Very young calves have even been known to refuse it altogether. On the other hand, of course, it is much easier to keep the milk sweet in winter.

In calling the attention of farmers to these facts, however, the department at the same time emphasizes an important precaution. Unless the milk is produced and kept under cleanly conditions, it may become contaminated with disease-producing bacteria. Farmers should therefore allow the milk to sour quickly and then feed it without delay.

In the course of these experiments sour skim milk was fed to 22 calves, Holsteins, Jerseys, and Guernseys, at different seasons of the year. In no case did it cause digestive disturbances even when the change from sweet to sour milk was made abruptly when the calves were only a few days old. Moreover, no evil results followed the alternate use of sweet and sour. It seems, therefore, that the common idea that sour milk leads to scours is quite unfounded.

The calves it was found, did not like the sour milk as well as the sweet, but in the majority of cases soon became accustomed to it. The aver-

sion, however, increased when the milk was fed them at a low temperature.

—News Letter, U. S. Dept. of Agriculture.

CORN SMUT

The question is frequently asked: Can corn smut be controlled by treating the seed? It cannot. For the most part, corn smut spores rest over winter in the soil or in the manure pile. Infection of the corn plant may take place at any time during its life, although usually not until it has attained a height of two or three feet. Furthermore, infection may take place in any part of the plant where there is fresh growing tissue.

Corn should never be planted on soil that grew a smutted crop the previous year. A one-year rotation is usually sufficient to destroy a large number of smut spores resting over in the soil. Remove and burn the smutted masses on the young plants. Corn smut spores pass through the alimentary canal of stock without having their germinating power destroyed. This probably explains the fact that fields heavily manured often suffer more from corn smut than those lightly manured or not manured at all. The spores, however, do not live long in the manure. Hence old manure is better than fresh to spread on a corn field. It is known that some varieties of corn are more susceptible to smut than others and it is also very probable that a variety that is not acclimated is more subject to smut than one well acclimated.

W. W. Robbins.

Colorado Agricultural College,
Fort Collins, Col.

WASTING CORN BY PULLING FODDER

In its very interesting booklet entitled "The Corn Question and the Answer," the H. G. Hastings Company, old and experienced seedmen of Atlanta, Georgia, have the following to say concerning the practice of pulling fodder:

Pulling Corn Fodder is Expensive, Wasteful, and Does Not Pay

In experiments made to test the effect of pulling fodder on the yield of weighed and shelled corn per acre the following results have been obtained:

Georgia—Pulled, 23.9 bushels per acre; untouched, 27.3 bushels per acre: Loss 3.4 bushels per acre.

Florida—Pulled, 28.2 bushels per acre; untouched, 31.1 bushels per acre. Loss 2.9 bushels per acre.

Mississippi—Stripped, 35.5 bushels per acre; loss 8 bushels per acre. Topped, 29 bushels per acre; loss 14.5 bushels per acre. Untouched, 43.5 bushels per acre.

Alabama (two trials).—Loss, 4 bushels per acre. Average loss, 6 bushels per acre.

Fodder Obtained

Georgia—270 pounds per acre.

Florida—580 pounds per acre.

Mississippi—936 pounds per acre (tops included).

Average—595 pounds per acre.

These figures indicate that on an average 6 bushels of shelled corn per acre were sacrificed for 595 pounds of fodder, and the labor and cost thrown in.

The feeding value of six bushels of corn is nearly as great as 595 pounds of fodder, therefore the man who pulls fodder pays for this fodder obtained in loss of corn and has the pleasure he gets out of the delightful task of pulling fodder as his sole reward.

AUGUST WORK

About August 15, plant some brussels sprouts.

Hardy Irish potatoes may be planted whole after August 1.

Land for onions should be broken thoroughly several times during this month so as to put the soil into first-class condition for planting in September.

PREPARATION OF THE SOIL FOR IRISH POTATOES

All soils intended for Irish potato growing require deep and thorough preparation. Depth of soil is most important because of the moisture requirements of the crop. The soil must be thoroughly pulverized, and made open and loamy. Frequent cultivation before the crop is planted is necessary to secure a full stand and an abundant setting of tubers. Soils of a close and compact nature should be improved by turning under a green crop and allowing it to decay before the land is planted. While the Irish potato does best on a moist soil, it is not possible to get an even stand or a good crop where the water stands for a week or ten days after heavy rains. New lands that have not been cultivated or planted before, will be improved by planting with sweet potatoes the first year, with velvet beans or cow peas plowed under the second year, and with Irish potatoes the third year. These two crops should prepare the soil well for Irish potatoes, providing it is naturally suitable.

Florida Agr. Experiment Station, Bulletin 120.

Plant beets and plenty of turnips and rutabagas this month. In particular, turnips and rutabagas should be planted to use for the family and for farm animals during the fall and winter. Beets are also good for stock feeding.

Bush beans, carrots, mustard, kale and cabbage can be planted to advantage in August.

Carrots make a good food for stock and should not be neglected.

Before putting the plows away for the season, be sure to paint or grease them; and see to it that the house where you store all of your farming implements is in such condition as will protect them from rain.

IS CORN SMUT INJURIOUS TO CATTLE?

It is a quite common belief that corn smut is injurious to cattle. Numerous experiments have been made to ascertain whether or not this is true. One experimenter started feeding two ounces a day of the smut to each of two cows. Later the amount was increased to eleven pounds. The test lasted forty-nine days, but no serious results were evident. The cows had a normal milk yield at the end of the period.

Other experiments have given practically the same results so that it may safely be said that corn smut, either in the field or in the prepared ration, is not poisonous to cattle.

W. W. ROBINS.

Colorado Agricultural College,

In writing business firms, always say, "I saw your ad in THE NEGRO FARMER." This helps you and doesn't hurt us.

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WOMEN'S DEPARTMENT

THE FARM HOME

The following, by Mr. V. M. Cune, of the Colorado Agricultural College, is so much to the point and so worthy of thought that it is brought down here:

"Too often the farm is considered to be a place to make money, with little thought of it being a HOME. If the family dislike the farm, it may be largely due to lack of conveniences about the house, or absence of shade trees, grass and flowers. So often you hear the man say, I can't afford to spend my time fixing things around the house and yard, for that don't bring in any crops, and I need all my time in the field.' But a fair expense of time and money is justified if it produces a contented family, for it puts their hearts into their work and the chances of success are accordingly greater, and very often the home can be made beautiful by its immediate environment while not detracting from the earning capacity of the land which supports it. If we plant wisely we shall reap the contentment of the shade in the next generation. If a farm is regarded as merely a cold, money-making enterprise, we miss the harvest of the good living in later years. If we look upon the farm as a home and cultivate those essentials of satisfying living, comforts, trees, and flowers—things of beauty—we reap a perennial harvest in the ripe years of old age, when such things come to have a value far beyond grains and fat beasts."

WINDOW CURTAINS

A room is often made most unpleasant by over-elaborate, poorly hung window curtains. A curtain should serve its purpose as a protection for the interior of the house from the prying gaze of the outsider, and so should be of a close woven material and arranged in straight hung lines. If more light and air is desired than this method of hanging seems to give, the curtains may be pushed back or temporary cords of washable material may be used. Heavy silk or velvet cords or the ribbon arrangement are not suitable in the small home and serve only as dust collectors. The easily moving curtain is a better solution of the problem. The casing in which the rods runs should be wide enough to prevent sticking and should be well made to prevent sagging. The proper length for a curtain is just below the window sill. The length of the curtains of a room should be uniform. Elaborate or expensive lace or silk window hangings are unnecessary. Simple, well hung curtains of muslin, net, scrim, voile, Swiss or soft cheese-cloth, finished with a plain hem or a narrow lace edging will give the house a well balanced, suitable appearance within, a simple, dignified atmosphere without. Besides the desirability of these features the saving of time in their care and laundry and in the initial cost will appeal to every one. The curtains for a simple house should average not more than a dollar for each window.

LOUISE PECK,

—Colorado Agricultural College.

Canning Corn on and Off the Cob (From U. S. Dept. of Agriculture)

Corn Off the Cob. Select sweet corn ears of uniform size and proper ripeness. If too ripe the corn will color while processing. (Processing is the canning term for sterilization or cooking.) If not ripe enough much

of the food value is lost in cutting the corn from the cob. Use either glass jars or tin cans. For market purposes and greater safety in transportation, use tin cans.

Remove husk, silk, shank, tips, and injured or defective places. Blanch corn in boiling water or steam chest for from five to ten minutes. The time depends upon the stage of ripeness, size of ears, and degree of freshness. Remove the ears and plunge quickly in cold water.

Cut the corn from the cob with a sharp, thin-bladed knife. Pack well in glass jar or tin can; add hot water and a level teaspoon of salt to the quart or No. 3 can. Place rubber and glass jar top in place, not tight. If using tin, solder cap in place and fill vent hole, or seal completely. Process the corn from 180 to 240 minutes in the home-made or hot-water commercial bath outfits; for 1 1-2 hours in the water-seal outfits; for 60 minutes when using from 5 to 10 pounds of steam pressure, with the steam-pressure canning devices, and 40 minutes when using the aluminum steam-pressure cooker outfit. After processing remove the jars, tighten covers, invert to test the joints and cool.

If using tin, inspect the soldered end caps for pin-hole leaks. Repair all leaks, allow to stand for 24 hours. If cans are still bulging at ends at the end of this time, one of two things is true—the pack is too full, or some live spores are still left in the can. If the latter, replace the sterilizer and process the second time from 30 minutes to one hour.

Canning Sweet Corn On the Cob. Blanch in boiling water 5 to 10 minutes, according to ripeness, size, and freshness; plunge quickly in cold water. Pack, alternating butts and tips; add just a little boiling water and one level teaspoonful of salt to each quart. Place rubber and top and partially tighten. (Cap and tip tins.) Process 180 to 240 minutes in hot-water bath; 1 1-2 hours water-seal outfit; 60 minutes under 5 or more pounds of steam; 40 minutes in aluminum pressure cooker. Remove jars, tighten covers, invert, and cool. (Heat up for table use in steamer, not in water. If corn seems flat or water-logged, it has been over-cooked or allowed to stand in too much water.)

Use one- or two-quart glass jars if not needed for other products. Quart jars will hold two ears, 2-quart jars will hold from 3 to 5 ears, according to size of ear. Do not can large ears. Half-gallon, or gallon tin cans with large opening should be used in the canning of ear corn when idle glass jars are not available. Gallon tin cans will hold from 6 to 12 ears. They should be graded to uniform size.

In high altitudes, 4,000 feet and over, it will be necessary to increase the time requirements in the canning of sweet corn about 25 per cent. if water boils at about 202 degrees Fahrenheit and even less.

PLANNING FOR A FRUIT ORCHARD

It is time for the farmer to give his attention to the matter of preparing to plant some fruit trees. It is pretty generally conceded that the fall is the best time to plant fruit trees in the South. Decide now what you are going to do.

In writing business firms, always say, "I saw your ad in THE NEGRO FARMER." This helps you and doesn't hurt us.

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You can make more money on the farm by raising chickens, than by any other means, if you have thorough-bred stock. Thorough-bred White Leghorns lay as well in winter, when eggs are 50 cents per dozen, as others do when eggs are plentiful.

Eggs from prize winning White Leghorns \$1.50 for 15. Send express or post office money order. Safe delivery guaranteed.

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To the Country School Teacher

There are hundreds of teachers at work in the country districts and small towns who can supplement their salaries and do some good at the same time by getting subscribers for The Negro Farmer.

We want every colored schoolteacher to feel that The Negro Farmer is meant to help him or her in his work and also help the people in the community.

We will pay a liberal commission to teachers who want to act as our agents. Write at once for terms.

Address: The Negro Farmer
Tuskegee Institute, Alabama

THE NEGRO FARMER

A Paper that Helps People to Become Better Farmers is an Aid to the Church, the School, and to the Secular and Religious Papers

There is being published at Tuskegee Institute Post Office, EVERY-OTHER-WEEK for

the present a national farm paper known as The Negro Farmer. It is being published in the interest of Negro land owners, tenant farmers and of those who employ Negro labor. There is no other strictly farm newspaper in the world devoted to the interest of Negro farmers. It is proposed to circulate this paper among the 2,000,000 black farmers of the United States. The paper is twelve pages, of about the size of "The Country Gentleman."

Dr. Booker T. Washington states:

"The Tuskegee Institute has no financial interest or control over this new publication, but some of the active officers of the institution are interested in its success and believe that it will not only accomplish great good but will be a paying investment. The paper is backed by a strong organization, and funds have been provided to assure its publication. Those in active control of The Negro Farmer have my entire confidence and good will. "Booker T. Washington."

The subscription price is \$1.00 a year, \$.50, six months; \$.40, three months. Subscriptions and advertisements are invited. Clubbing rates will be arranged for on a satisfactory basis.

Address all communications to:

THE NEGRO FARMER,
Tuskegee Institute, Ala.

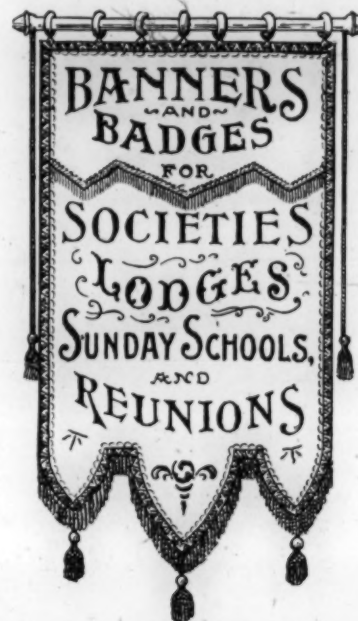
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ADVERTISERS—JUST A WORD

The Negro Farmer now has a circulation of more than 3,000; and it is growing rapidly. This circulation is distributed over the Southern States, and our paper is read by people who live in the rural districts. It reaches a class of readers that is not reached by the average periodical. Here, then, is a new field for the individual or firms who have products to sell. It will pay you to secure our rates at once.

The Negro Farmer Three-Prize-Essay CONTEST

Here is a chance to earn
your Entrance Fee or Tui-
tion for next term : :

For the best and most interesting written story of a colored farmer who has succeeded, together with eight yearly subscriptions (agents retaining a commission of 25 per cent for each subscriber secured), we will give \$10.00 cash.

For the second best written essay of a successful colored farmer, together with six yearly subscribers (you retaining agents' commission of 25 per cent), we will give \$5.00 cash.

We will give \$10.00 cash to the contestant who sends in the greatest number of subscriptions to The Negro Farmer over 25. The contestant keeping in addition 40 per cent commission for his work.

Conditions: The contest is open to any one who, to begin with, sends us six or eight annual subscriptions. You deduct 25 per cent commission for these. This publication reserves the right to inquire into the truthfulness of all statements made in the essays. Give full name and address of all farmers named in the papers. They will be passed upon by us. Send in papers any time.

For the Vacation Only.—This contest will positively close August 31st, 1914. For further information, write at once to

THE NEGRO FARMER
Tuskegee Institute, Alabama

SUITABLE WORK FOR BOYS

Age 4 or younger.—May be taught the nature of required duty from being sent on an occasional small errand about the house. See that he has a variety with opportunities for constructiveness in his play.

Age 5.—Carrying in kindlings, bringing a quart of milk from a neighbor. Some one should stay by him for days, or weeks, or months if need be—until he has acquired readiness, habit and facility in performance of the work.

Age 8.—During vacation require work that should occupy daily an hour to an hour and a half. Form a habit of talking to the boy about the necessity of his learning to work so that he may become a successful man. Praise him generously for what he does.

Age 9.—Two hours work a day. The time for boys to help on light house work, cleaning off dishes, etc. A few tools for garden, mason and carpenter work will be ideal.

Age 10.—Repairing work fixing shelves, handy construction work about the place.

Age 11.—Pay the boy well for his work. Help him to start a bank account. Be his true friend and confidant and don't forget to let him have his share of playing with other boys.

Age 14.—Approaching adolescence. He fatigues easily and should not be expected to do a man's work. If they leave school, boys at this age and older should be made to work with industry while they work, but should have frequent holidays and be allowed visiting times—otherwise they may run away from home.

Arrange your privies so that chickens cannot get into them through the back.

HANDLING YOUNG PIGS

When pigs are young, each sow should be kept separate so only one mother and her litter are together. You may say that this is too much trouble, but what is worth doing is worth doing right. It does not do to have many litters all running together till the pigs are large enough to take care of themselves and keep out from under the feet of the old sows. It is better to keep each sow by herself until the pigs are weaned, anyway. The pigs will do enough better to pay for the trouble. Build small yards of one-third or one-half an acre each and put a small dry house in each for the sow and her litter to keep out of the wet, and you will find that your pigs will travel well on the road to Pork.

—Better Farming.

Are You Going to Montgomery?

The WILSON HOUSE only two blocks from the depot, is open day and night, has the best the market affords. The only colored restaurant in the city with New Orleans Drip Coffee. Quick service and polite waiters. The oldest hotel and one of the best colored restaurants in Montgomery; and headquarters for all farmers.

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Will you need a good school teacher for your summer or fall school? I have a thousand good teachers and can supply your school. One thousand communities are earnestly urged to run a two-months independent summer school this summer, at a small cost. I have the very best teachers. I can help you to get both teachers and money if you want help. Write Me. Teachers needing good schools should also write me. Address Mr. W. T. Breeding,

MR. W. T. BREEDING
PRINCIPAL CEMETERY HILL SCHOOL AND MAN-
AGER COLORED TEACHERS' AGENCY
Box 292 MONTGOMERY, ALA.

THE FIFTEENTH ANNUAL SESSION OF THE State Summer School for Colored Teachers of both sexes at the Agricultural and Mechanical College, Greensboro, N.C.

Will Begin June 29, 1914 and Continue Five Weeks

In addition to the regular work, an attractive lecture course has been arranged, in which will appear some of the most distinguished white and colored educators in the country.

Board and lodging for the entire session \$12.00. Tuition 25 cents per subject unless other arrangements have been made. Limited accommodations. Send \$1.00 and have room reserved in advance.

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ASK THE TUSKEGEE INSTITUTE

THE BUSINESS CHAT

A BOOST FROM VIRGINIA

The following letter is typical of many we receive nowadays:

"Bowling Green, Va., July 19, 1914.

The Negro Farmer,
Tuskegee Institute, Alabama,

Dear Sirs:

I thank you for the five copies of The Negro Farmer you sent me recently. I have distributed them, made a canvass, and am enclosing herewith check for \$— for — yearly subscriptions. Send me some more papers—send as many as you can spare right away.

I am proud to note the increase in the number of pages. Indeed, The Negro Farmer is the paper for our people.

With very best wishes for your continued success, I am,

Very truly yours,
(Miss) Nannie Lee Butler."

HUSTLING AGENTS

Our agents who are at work in North Alabama, Texas, Tennessee, and Georgia, are doing good work. It is a pleasure to hear from the successful agents from week to week. For example, one agent at work in Chambers County, Alabama, recently sent us seventeen (17) subscriptions in four days. Another agent, working in Pike County, Mississippi, has been averaging a dozen annual subscriptions a week. Other hustling agents are doing equally as well. Mr. Agent, have you reported recently?

In view of our prize contest which is now on, we urge all agents to "get busy!" Through these prizes we will distribute \$25 in cash. Here, then, is an opportunity to earn double money: in addition to the cash prizes, you earn a very liberal commission on all the subscriptions you secure. Read our prize announcement on another page in this issue of The Negro Farmer.

Plan your work, smile, and hustle, Mr. Agent.

Let every Negro Farmer agent report each week. Kindly report whether you have secured any subscribers or not. Yes, let us hear from you regularly. Much depends upon the success of your efforts.

Remember, please, that no great farm paper can be built up on excuses.

ARE YOU A SUBSCRIBER?

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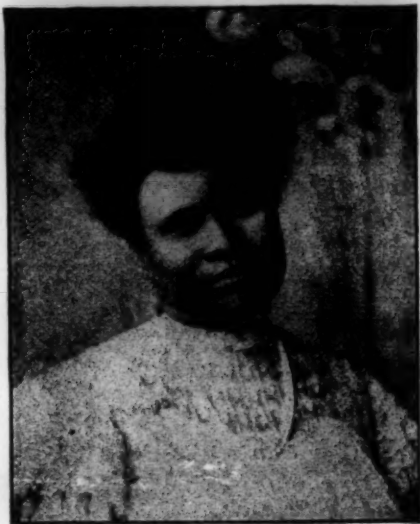
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